



Avant-Edge™ Overview

AVANT[®]
ADVISORY GROUP

SECURING VALUE

May 2023



WE JUST LEVELED THE PLAYING FIELD

Fortune 500 Data Analytics on a Main Street Budget

Avant-Edge™ uses a proprietary tool that brings Fortune 500 “big data” analytic capabilities to the SMB market. We help a company grow its sales and profits **from its existing customers and products**. We help move underperforming companies into the top quartile or decile in profitability compared to like-sized competitors.

What makes us different?

- Minimal inputs – 9 data points that every company already has (**what** was sold, **when** it was sold, to **whom** it was sold, **how** many were sold, the **price** it was sold at, the **cost** of what was sold)
- Maximum value – 2-5 points improvement in gross margin
- Quick time to identify opportunities – **7 days**
- **No** capital outlay or investment required
- **No** implementation costs and guaranteed **no less than 2x return** on any fees paid

Our advanced and proprietary algorithms combined with our expertise highlight sales and profit improvement insights not identified from spreadsheets, dashboards, financial reports, or business intelligence tools.

One real example of what is possible...

Distributor

Pre-Engagement

- \$57 million in sales
- \$850K in EBITDA (1.49 percent)
- “It stopped being fun a long time ago.” CEO / Owner
- Management believed it operated in a “high volume, low margin” business –did not know what was possible
- Company’s bank downgraded its outstanding loans and put Company on the “Watch List”

Post-Engagement (1 year later)

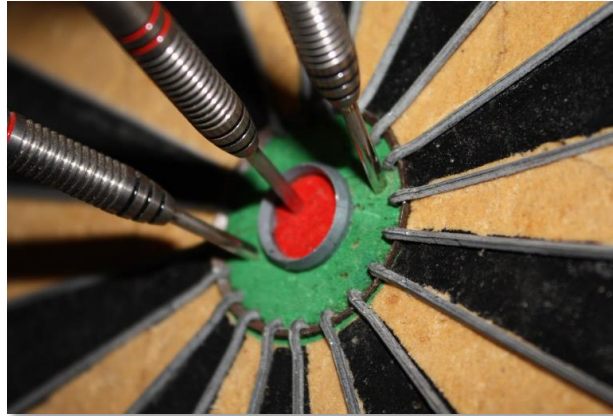
- \$62 million in sales
- \$4.4 million in EBITDA (7.1 percent)
- Owner able to purchase a winter home in Florida
- Financial performance in industry top decile
- Previous bank loans repaid, new bank loans written for expansion, and the bank now provides wealth management services to the owner

Traditional advisory firms to SMBs cannot match Avant’s speed to initial insights (7 days) and 2 – 5 points improved gross margin recommendations, & minimum 2x return, guaranteed!

Which companies benefit most from Avant-Edge™?

Industries:

- Manufacturing
- Distribution
- Retail
- Wholesale
- Professional services



Revenue:

- \$10 M to \$400 M

Our Team –Dedicated to *Securing Value*



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